

# CURRICULUM VITAE

## JIANJUN WU

Economics Department  
University of Arizona  
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### ACADEMIC APPOINTMENTS

Assistant Professor, *University of Arizona*, 08/2005 ~ current  
Visiting Assistant Professor, *Kellogg School of Management, Northwestern University*, 07/2008 ~ 06/2009  
Visiting Scholar, *Monash University*, 08/1999 ~ 06/2000

### EDUCATION

Ph.D., Managerial Economics and Strategy, Northwestern University,  
Evanston, Illinois, June 2005  
Dissertation: Essays on Commitment under Uncertainty  
Committee Chairperson: Mark A. Satterthwaite  
M.A., Economics, Sun Yat-sen (Zhongshan) University, P.R. China, June 1999  
B.A., Economics, Sun Yat-sen (Zhongshan) University, P.R. China, June 1996

### RESEARCH FIELDS

Industrial Organization, Microeconomics and Business Strategy

### PUBLICATIONS

"Irreversible Investment in Stochastically Cyclical Markets" (with Francisco Ruiz-Aliseda). Forthcoming at *Journal of Economics and Management Strategy*  
"The Impact of Market Structure and Learning on the Tradeoff between R&D Competition and Cooperation" (with David Besanko), Forthcoming at *Journal of Industrial Economics*

### PAPERS UNDER REVIEW

"Capacity Preemption with Leadership Contest", Revise and resubmit to *Journal of Economics and Management Strategy*  
"Breaking up a Research Consortium", (with Andras Niedermayer), revise and resubmit at *International Journal of Industrial Organization*

### WORKING PAPERS

"A Dynamic Game under Ambiguity: Contracting for Delegated Experimentation." (with David Besanko and Jian Tong)  
"Government Subsidies for Research Programs Facing 'If' and 'When' Uncertainty", (with David Besanko and Jian Tong)

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“Customer Retention”, working paper, 2008

“Double Auction with a Small Participation Cost”, working paper, 2005

### WORK IN PROGRESS

“Capacity Dynamics in a Stochastically Cyclical Market”

“Strategic Diversification” with Francisco Ruiz-Aliseda.

“Variety Experiment” with Francisco Ruiz-Aliseda

“The Learning of Learning Curve ”, with David Besanko and Francisco Ruiz-Aliseda.

### CONFERENCE PRESENTATIONS AND SEMINARS

#### *Presenter*

- 2010 Econometric Society World Congress in Shanghai  
Midwest Economic Theory Conference at Northwestern  
The 12<sup>th</sup> Southwest Economic Theory Conference
- 2009 The 7<sup>th</sup> International Industrial Organization Conference
- 2008 EEA-ESEM Meeting in Milan, Italy  
The 6th International Industrial Organization Conference
- 2007 Annual Congress of the European Economic Association  
University of Arizona
- 2006 Midwest Economic Theory Meeting at Purdue  
North American Econometric Society Meeting  
Real Options Conference  
International Industrial Organization Conference
- 2005 UC Davis, Economics Seminar  
University of Arizona, Economics Seminar  
NERA
- 2004 Northwestern University, Management and Strategy Seminar  
Midwest Economic Theory Meeting at Washington Univ. at St. Louis
- 2003 NSF Foundations of Electronic Marketplaces Workshop

#### *Discussant*

- Ad-sponsored Business Models and Compatibility Incentives, by Feng Zhu. 2009 IIOC
- Knowing what you can implement matters: a life-cycle theory of R&D and Markets for Knowledge, K. Frantzeskakis and M. Ueda. 2008 IIOC
- Process and Product Innovation by a Multiproduct Monopolist: A Dynamic Approach, L. Lambertini and A. Mantovani. 2006 IIOC

### TEACHING EXPERIENCE

- Ph.D. Level:
  - Econ502 *Dynamic Economic Analysis*, Spring 2008 ~ 2011, University of Arizona (Ph.D. core course)
  - MECS 460-1 *Foundations of Managerial Economics-Static Decision Models*, Fall 2008, Kellogg School of Management, Northwestern University (Ph.D. core course)
- MBA Level:

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- Econ571 *Dynamics of Strategy*, Spring 2006, University of Arizona
- MECN430 *Microeconomics* (Tutorial Sessions), 2003~2005, Kellogg School of Management, Northwestern University
- MPA Level:
  - Econ500 *Managerial Economics*, Fall 2006, University of Arizona
- Undergraduate Level
  - Econ407 *Economics of Strategy*, 2005 ~ 2011, University of Arizona
  - *Financial Management*, Fall 1996, Sun Yat-sen (Zhongshan) University

### TEACHING AWARDS

Eller College Student Council Certificate of Appreciation Award, 2010  
Economics Society of Univ. of Arizona Certificate of Appreciation Award, 2009  
Eller College Student Council Certificate of Appreciation Award, 2005

### GRANTS AND OTHER AWARDS

Outstanding Referee Award, Journal of Economic Dynamics and Control, 2010  
Econometric Society World Congress Travel Grant, 2010  
Junior Faculty Travel Grant, University of Arizona, 2008  
Foreign Travel Grant, University of Arizona, 2007  
Kellogg School of Management Fellowship, 2000 ~ 2005  
Outstanding Graduate Award, Sun Yat-sen University, 1999  
Sasakawa Young Leaders Fellowship Fund (SLYFF), 1998  
Lingnan Foundation Board of Trustee Scholarship, Sun Yat-sen University, 1998  
Outstanding Undergraduate Award, Sun Yat-sen University, 1996  
Lingnan Foundation Scholarship, Sun Yat-sen University, 1996  
Philips Outstanding Student Scholarship, Sun Yat-sen University, 1995  
University Excellent Student Scholarship, Sun Yat-sen University, 1992-1996

### REFEREE

B.E. Journal of Economic Analysis & Policy  
Economic Inquiry  
European Economic Review  
Journal of Economic Dynamics and Control  
Journal of Industrial Economics  
Journal of Industry, Competition and Trade  
Journal of Public Economic Theory  
Review of Economic Studies.